PAPER MERCHANT SALES REPORT - NPTA - July 1991

Regions	Sales Per Selling Day Changes 07/91 to 07/90	07/91 to 06/91	YTD 1991 to 1990	Month End AR Days 07/90	07/91	Inventory Days (End) 07/90	07/91
INDUSTRIAL							
Region 1	1.5-	6.8-	1.3	39	40	52	60
Region 2	.2	4.2	1.9-	40	39	60	56
Region 3	3.2-	10.2-	1.9-	35	37	60	57
Region 4	9.8-	.5	3.3-	38	36	54	57
Region 5	.4-	2.7-	.4	32	32	53	55
Region 6	3.9-	12.5	6.6-	41	43	62	59
Region 7	6.5	4.6	7.0	34	34	57	57
Region 8	3.0-	1.9-	.5-	34	36	57	55
Region 9	6.0-	4.9	3.2-	37	37	47	48
NY Metro	7.9	.0-	5.8	45	45	**	**
CHI. Metro	1.4-	7.7	4.7-	37	43	66	56
LA Metro	1.7-	7.1	.8-	42	41	50	54
US	2.5-	.8-	1.3-	37	37	57	54
PRINTING							
Region 1	15.6-	1.1-	9.2-	44	46	52	50
Region 2	6.4-	3.0	4.7-	45	47	64	67
Region 3	3.1-	4.4	1.8-	40	40	72	66
Region 4	6.5-	12.7	4.8-	45	44	62	64
Region 5	2.7-	1.5-	3.9-	40	42	73	78
Region 6	8.7-	3.0-	1.1	38	42	76	70
Region 7	5.8	11.4	.3-	39	40	64	58
Region 8	3.4-	9.1	3.9-	38	39	67	62
Region 9	20.5	17.2	5.4	36	38	59	60
NY Metro	9.8-	3.8	7.8-	41	43	73	73
CHI. Metro	13.0-	5.4	7.5-	41	40	69	51
LA Metro	16.7-	4.3-	6.8-	40	43	84	86
US	6.7-	4.2	4.3-	41	42	69	67

JULY SALES CHANGES. PRINTING sales show a decrease for the sixth month in a row. This month LA Metro shows the greatest decrease. INDUSTRIAL sales also show a decrease, with the exception of Region 2, New York & Chicago Metro. Once again Region 7 shows the greatest increase for the year. DAYS OUTSTANDING for July show minimal changes for the current and from the previous year. INVENTORY DAYS are slightly lower than in June and continue to be under the 1990 figures.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
7: AR, LA, MS, OK, & TX (& W. Tenn)
9: AK, ID, OR, & WA

* 2: DE, DC, MD, NJ, NY, & PA
4: KY, OH, MI, & WV
* 6: AZ, CA, HI, NM, NV, & UT
* 8: IL, IN, MO, & WI
* - Excluding Metro areas below

NY Metro: New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino